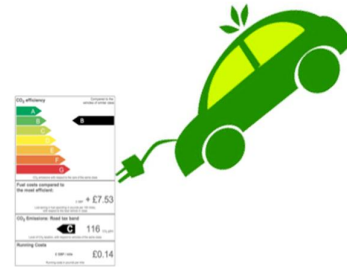
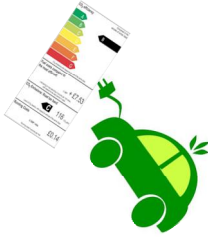

Testing CO₂/Car labelling options and consumer information



Annex VI Laboratory experiment protocol



Laboratory Experiment Protocol

Page 1

Welcome!

In this study, you just have to read the instructions on your screen carefully and try to answer our questions to the best of your ability. Your responses will be anonymously recorded and kept confidential. Participation in this survey is not going to take more than 15 minutes of your time.

Remember to read the information on each screen carefully, as you will only see each screen once and cannot go back.

There are no right or wrong answers to our questions, but our research depends on you answering carefully and honestly, so that we can gauge your true feelings, preferences, and beliefs.

All instructions are provided on screen. If you have any queries, please ask your experimenter now, before you begin. If you wish to leave before the experiment is over, you are free to do so. When you are done, a 'thank you' message will appear on screen, at which point you should wait for instructions from the experimenter before you leave.

Please follow the instructions on the screen carefully - navigating the website in ways that are not instructed will cause your data to be lost and therefore the inability to pay your participation

Please select 'I agree' if you have read these instructions, agree to participate, and agree to take this study seriously, answering all questions honestly and to the best of your ability.

Lab Participant ID Number:

Page 2

PLEASE, ANSWER THE FOLLOWING QUESTIONS

Gender

- ☐ male
☐ female

Age

years old

What is the highest level of education you have completed?

- ☐ Primary or lower secondary education [ISCED 0,1 or 2]
☐ Upper secondary education [ISCED 3 or 4]
☐ Tertiary education [ISCED 5 or 6]

Marital status

- ☐ Single / Divorced / Widowed
☐ Married or living with partner

Do you have children living with you at home?

- ☐ yes
☐ no

What is the average net either monthly or annual income of your household in pounds?

GBP Monthly
GBP Annual

In your household, which best describes your role in the purchasing of a car?

- ☐ I am the only person who decides what car to buy in my household
☐ I share the car purchase decision-making with other members of the household
☐ I never participate in the purchase process of a car in my household

When was the last car purchased in your household?

- ☒ In the last year (12 months)
☐ Between 1 and 2 years ago
☐ Between 2 and 5 years ago
☐ More than 5 years ago
☐ We have never bought a car at home

Thinking of the last car bought in your household, who is the primary user?

- ☒ Myself
☐ Other family member
☐ Shared ownership

NEXT

PLEASE, ANSWER THE FOLLOWING QUESTIONS

For each of the statements below, please indicate whether or not the statement is characteristic of you. If the statement is extremely uncharacteristic of you (not at all like you) please fill-in a "1" on the answer sheet; if the statement is extremely characteristic of you (very much like you) please fill-in a "5" on the answer sheet. And, of course, use the numbers in the middle if you fall between the extremes.

1=extremely uncharacteristic

2=somewhat uncharacteristic

3=uncertain

4=somewhat characteristic

5=extremely characteristic

	extremely uncharacteristic				extremely characteristic
I consider how things might be in the future, and try to influence those things with my day to day behavior.	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
Often I engage in a particular behavior in order to achieve outcomes that may not give results for many years.	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
I only act to satisfy immediate concerns, figuring the future will take care of itself.	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
My behavior is only influenced by the immediate (i.e., a matter of days or weeks) outcomes of my actions.	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
My convenience is a big factor in the decisions I make or the actions I take.	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
I am willing to sacrifice my immediate happiness or well-being in order to achieve future outcomes.	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
I think it is important to take warnings about negative outcomes seriously, even if the negative outcome will not occur for many years.	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
I think it is more important to exhibit a behavior which has important distant consequences than exhibit a behavior that has less-important immediate consequences.	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
I generally ignore warnings about possible future problems because I think the problems will be resolved before they reach crisis level.	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
I think that sacrificing now is usually unnecessary since future outcomes can be dealt with at a later time.	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
I only act to satisfy immediate concerns, figuring that I will take care of future problems that may occur at a later date.	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
Since my day to day work has specific outcomes, it is more important to me than behavior that has distant outcomes.	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5

NEXT

Page 4

PLEASE, ANSWER THE FOLLOWING QUESTIONS





Thinking about the environment, how much do you agree with each of the following statements? Please use a scale from 1 to 5 in which 1 means you strongly disagree and 5 you strongly agree with that statement.

	Strongly Disagree			Strongly Agree		
We are approaching the limit of the number of people the Earth can support	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5	
Humans have the right to modify the natural environment to suit their needs	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5	
When humans interfere with nature it often produces disastrous consequences	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5	
Human ingenuity will insure that we do NOT make the Earth unlivable	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5	
Humans are severely abusing the environment	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5	
The earth has plenty of natural resources if we just learn how to develop them	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5	
Plants and animals have as much right as humans to exist	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5	
The balance of nature is strong enough to cope with the impacts of modern industrial nations	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5	
Despite our special abilities humans are still subject to the laws of nature	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5	
The so-called "ecological crisis" facing humankind has been greatly exaggerated	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5	
The earth is like a spaceship with very limited room and resources	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5	
Humans were meant to rule over the rest of nature	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5	
The balance of nature is very delicate and easily upset	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5	
Humans will eventually learn enough about how nature works to be able to control it	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5	
If things continue on their present course, we will soon experience a major ecological catastrophe	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5	

NEXT

PLEASE, ANSWER THE FOLLOWING QUESTIONS

The following questions concern Car Labels containing information on cars fuel consumption, CO₂ emissions, and more broadly about the environmental impact of cars. According to a directive of the European Commission, car manufacturers should mandatorily show these labels next to all new cars offered for sale. Here's a few examples of such labels:

Fuel Economy		
CO ₂ emission (g/km)		
<100	A	C 000 g/km
101-120	B	
121-150	C	
151-175	D	
176-195	E	
196-225	F	
226+	G	
Fuel cost (estimated) for 12,000 miles A fuel cost figure is calculated by dividing the CO ₂ emissions by the fuel consumption and multiplying by the current price of fuel. This figure is calculated by using the combined drive cycle (Urban, extra-urban and average) fuel price. Recalculate annually. The current cost per litre is as follows: petrol 95c, diesel 95c and LPG 45p (VAT May 2004).		
VED for 12 months Vehicle excise duty (VED) or road tax varies according to the CO ₂ emissions and fuel type of the vehicle.		
Environmental Information A guide on fuel economy and CO ₂ emissions which contains data for all new passenger car models is available at any point of sale free of charge. In addition to the fuel efficiency of a car, driving behaviour as well as other non-technical factors play a role in determining a car's fuel consumption and CO ₂ emissions. CO ₂ is the main greenhouse gas responsible for global warming.		
Make/Model:		Engine Capacity (cc):
Fuel Type:		Transmission:
Fuel Consumption:		
Drive cycle	Litres/100km	Mpg
Urban		
Extra-urban		
Combined		
Carbon dioxide emissions (g/km): Important note: Some specifications of this make/model may have lower CO ₂ emissions than this. Check with your dealer.		
   		

How much do you agree with the following statements? Please use a scale from 1 to 5 in which 1 means you completely disagree and 5 you completely agree with that statement.

	Completely Disagree			Completely Agree	
I am familiar with car labels	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
Car labels are easily recognizable for me	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
I am unfamiliar with car labels	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
Car label are symbols of a product reliability	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
I believe that the information contained in car labels is truthful	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
I believe that the information contained in car labels is sufficient	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
I don't trust the information of car labels	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5

Now think about the environmental labels and other information on many energy-intensive products or products that generate pollution, such as labels on home appliances like washing machines or refrigerators. How much do you agree with the following statements regarding environmental labels? Please use a scale from 1 to 5 in which 1 means you completely disagree and 5 you completely agree with that statement.

	Completely Disagree			Completely Agree	
When I buy a product for the first time, I read the information carefully	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
I read the information only when I buy a product for the first time	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
I never look at the information on the label	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5

NEXT

PLEASE, ANSWER THE FOLLOWING QUESTIONS

People often claim they do not consider the information provided by the environmental label when buying a car. How much do you agree with each of the following reasons for not using the information from environmental labels? Please use a scale from 1 to 5 in which 1 means you completely disagree and 5 you completely agree with that statement.

	Completely Disagree				Completely Agree
Because all cars pollute more or less the same	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
Because labels are not clear	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
Because it is hard to understand what those labels mean in terms of environmental impact and savings on gas consumption	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
Because people only care about the price of the car	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
Because people choose according to other parameters	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
Because, once people select a vehicle class, buying one model or another does not make a difference	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5

When you actually use the information of environmental labels, how much do you agree with the following statements?

Please use a scale from 1 to 5 in which 1 means you completely disagree and 5 you completely agree with that statement.

	Completely Disagree				Completely Agree
I check if what is claimed in advertising is actually true	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
I select a brand	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
I compare different classes of vehicles	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
I get a general idea of the product	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
I get an idea about consumption	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
I get info on whether I can get a tax exemption or tax credit	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5

NEXT

Page 7

PLEASE, ANSWER THE FOLLOWING QUESTIONS

Thinking of the last car you bought in your household, to which of the following vehicle classes does your current car belong?

- ☐ Micro-car (e.g. Smart Fortwo)
- ☐ Supermini (e.g. Ford Ka)
- ☐ Small family car (e.g. Renault Clio)
- ☐ Large family car (e.g. VW Passat)
- ☐ Executive car (e.g. Audi A6)
- ☐ Roadster/Sport cars (e.g. Mercedes Benz SLK)
- ☐ Economic Sport Utility Vehicles / Economic SUVs (e.g. Nissan Quashquai)
- ☐ Expensive Sport Utility Vehicles/Expensive SUVs (e.g. BMW X3 and X5)
- ☐ Small Multi Purpose Vehicle (MPV) (e.g. Opel Agila)
- ☐ Large Multi Purpose Vehicle (MPV) (e.g. Ford S-Max)

Thinking of the car/s you currently use in your household, which type of engine does your current car has?

[More than one answer only if you or your family own more than one car]

- ☐ Diesel
- ☐ Petrol
- ☐ Alternative fuel
- ☐ Hybrid
- ☐ Electric
- ☐ I don't know

Think about the car you would like to buy in the future. To which of the following vehicle class does it belong?

- ☐ Micro-car (e.g. Smart Fortwo)
- ☐ Supermini (e.g. Ford Ka)
- ☐ Small family car (e.g. Renault Clio)
- ☐ Large family car (e.g. VW Passat)
- ☐ Executive car (e.g. Audi A6)
- ☐ Roadster/Sport cars (e.g. Mercedes Benz SLK)
- ☐ Economic Sport Utility Vehicles / Economic SUVs (e.g. Nissan Quashquai)
- ☐ Expensive Sport Utility Vehicles/Expensive SUVs (e.g. BMW X3 and X5)
- ☐ Small Multi Purpose Vehicle (MPV) (e.g. Opel Agila)
- ☐ Large Multi Purpose Vehicle (MPV) (e.g. Ford S-Max)

Think about the car you would like to buy in the future. What is your planned budget?

For your information, below is the approximate price of cars in each class

Micro-car (e.g. Smart Fortwo): £12,400
Supermini (e.g. Ford Ka): £13,100
Small family car (e.g. Renault Clio): £19,000
Large family car (e.g. VW Passat): £24,700
Executive car (e.g. Audi A6): £51,300
Roadster/Sport cars (e.g. Mercedes Benz SLK): £60,200
Economic Sport Utility Vehicles / Economic SUVs (e.g. Nissan Quashquai): £24,500
Expensive Sport Utility Vehicles/Expensive SUVs (e.g. BMW X3 and X5): £48,800
Small Multi Purpose Vehicle (MPV) (e.g. Opel Agila): £17,200
Large Multi Purpose Vehicle (MPV) (e.g. Ford S-Max): £21,700

NEXT

Page 8


Experimental Task

We will now show you images of a number of cars with the corresponding information and ask you a set of questions.

NEXT

Which Car You Would Buy?

Please tell us which of the below illustrated cars you would buy? Your planned budget was £20000



Mercedes-Benz S Class
Price £92350
 Fuel: Hybrid
 NCAP: ★★★★★
 Engine Cubic Capacity: 3400 cc
 Acceleration: 4.5 0-100 miles/s
 Maximum speed: 167 miles/h
 Seats: seats
 Range: 707 km
 Fuel economy: 12.7 l/100 miles l/100 miles
 Car weight: 1700
 Trunk capacity: min 480 l3 and max 480 l3

Running Costs

£ GBP / 5 years **£11258.45**

Running costs in pounds over five years period

CO₂ efficiency Compared to the of vehicles similar class

ABCDEFG

CO₂ emissions with respect to the cars of the same class

Fuel consumption	Electricity consumption
MPG 38.5	MPGeq 17.5
<small>Fuel consumption</small>	<small>Petrol + Electricity Combined</small>

Fuel costs compared to the most efficient:

£ GBP + **£19.67**

Lost saving in fuel spending in pounds per 100 miles, with respect to the best vehicle in class

Running Costs

£ GBP / 5 years **£1852.66**

Running costs in pounds over five years period

CO₂ efficiency Compared to the of vehicles similar class

ABCDEFG

CO₂ emissions with respect to the cars of the same class

Fuel consumption	Electricity consumption
MPG 234.1	MPGeq 106.4
<small>Fuel consumption</small>	<small>Petrol + Electricity Combined</small>

Fuel costs compared to the most efficient:

£ GBP + **£0.86**

Lost saving in fuel spending in pounds per 100 miles, with respect to the best vehicle in class



Porsche Porsche Cayenne
Price £61074

Fuel: Hybrid
NCAP: ★★★★★
Engine Cubic Capacity: 3000 cc
Acceleration: 4 0-100 miles/s
Maximum speed: 162 miles/h
Seats: seats
Range: 757 km
Fuel economy: 13.2 l/100 miles l/100 miles
Car weight: 2240
Trunk capacity: min 580 l3 and max 1780 l3

Running Costs	
£ GBP / 5 years	£11685.99
Running costs in pounds over five years period	
CO ₂ efficiency	
Compared to the of vehicles similar class	
<div><div>A</div><div>B</div><div>C</div><div>D</div><div>E</div><div>F</div><div>G</div></div>	
<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	
CO ₂ emissions with respect to the cars of the same class	
Fuel consumption	Electricity consumption
MPG 37.1	MPGeq 16.9
Fuel consumption	Petrol + Electricity Combined
Fuel costs compared to the most efficient:	
£ GBP + £20.52	
Lost saving in fuel spending in pounds per 100 miles, with respect to the best vehicle in class	

NEXT

Please answer these questions as accurately as possible.

	Much worse													Much better
How do you think is the car you have just selected scores in terms of total consumption (fuel and electricity) compared to the other options available.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	
	1	2	3	4	5	6	7	8	9	10				
How do you think is the car you have just selected scores in terms of emissions compared to a car of the same class with diesel or gasoline engine?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	
	1	2	3	4	5	6	7	8	9	10				
How do you think is the car you selected scores in terms of running costs compared to the other options available?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	
	1	2	3	4	5	6	7	8	9	10				

	Not at all													Very much
How environmentally friendly do you think is the car you selected?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	
	1	2	3	4	5	6	7	8	9	10				
How fuel efficient do you think is this car?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	
	1	2	3	4	5	6	7	8	9	10				
How environmentally friendly do you think is the car you selected compared to other options available?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	
	1	2	3	4	5	6	7	8	9	10				
How fuel efficient do you think is the car you selected compared to other options available?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	
	1	2	3	4	5	6	7	8	9	10				

NEXT

Please answer these questions as accurately as possible

Please think about the eco-label that you have just seen. How much do you agree with each of the following statements regarding that eco-label? Please use a scale from 1 to 5 in which 1 means you completely disagree and 5 you completely agree with that statement.

	Completely Disagree				Completely Agree
1. I barely remember the information contained on the eco-label .	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
2. The information contained on the eco-label was easy to understand	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
3. The information contained on the eco-label was clear	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
4. The eco-label made me aware that the car I drive is not the most environmentally-friendly	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
5. I was already aware of this kind of information and it is unlikely that it will affect my car purchase decisions	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
6. It is possible that the information on the eco-label will convince me in the future to switch from one car class to another	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
7. The eco-label contained information that is very important and relevant for me	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
8. I think it is more important to exhibit a behavior which has important distant consequences than exhibit a behavior that has less-important immediate consequences.	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
9. I generally ignore warnings about possible future problems because I think the problems will be resolved before they reach crisis level.	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
10. I think that sacrificing now is usually unnecessary since future outcomes can be dealt with at a later time.	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
11. I only act to satisfy immediate concerns, figuring that I will take care of future problems that may occur at a later date.	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
12. Since my day to day work has specific outcomes, it is more important to me than behavior that has distant outcomes.	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5

NEXT


Experimental Task

We will now show you images of a number of cars with the corresponding information and ask you a set of questions.

NEXT

Which Car You Would Buy?

Please tell us which of the below illustrated cars you would buy? Your planned budget was £20000



Mia Mia
Price £18465
 Fuel: Electric
 NCAP: ★★★★★
 Engine Cubic Capacity: cc
 Acceleration: 8.7 0-100 miles/s
 Maximum speed: 67 miles/h
 Seats: seats
 Range: 80 km
 Fuel economy: l/100 miles
 Car weight: 950
 Trunk capacity: min 240 l3 and max 250 l3

CO ₂ efficiency	
Compared to the of vehicles similar class	
A	B
C	D
E	F
G	G


CO₂ emissions with respect to the cars of the same class

Range full battery	
miles	80
Miles with fully charged battery	

Running Costs	
£ GBP / mile	£0.03
Running costs in pounds per mile	

Tailpipe emissions	
g/miles	0
Tailpipe emissions in g/miles	

Please, select



Citroen C-Zero
Price £21216
 Fuel: Electric
 NCAP: ★★★★★
 Engine Cubic Capacity: cc
 Acceleration: 5.3 0-100 miles/s
 Maximum speed: 112 miles/h
 Seats: seats
 Range: 93 km
 Fuel economy: l/100 miles
 Car weight: 1120
 Trunk capacity: min 166 l3 and max 166 l3

CO ₂ efficiency	
Compared to the of vehicles similar class	
A	B
C	D
E	F
G	G

CO₂ emissions with respect to the cars of the same class

Range full battery	
miles	93
Miles with fully charged battery	

Running Costs	
£ GBP / mile	£0.03
Running costs in pounds per mile	

Tailpipe emissions	
g/miles	0
Tailpipe emissions in g/miles	



Mercedes-Benz A Class E-CELL

Price £34121

Fuel: Electric

NCAP: ★★★★★

Engine Cubic Capacity: cc

Acceleration: 5.6 0-100 miles/s

Maximum speed: 100 miles/h

Seats: seats

Range: 124 km

Fuel economy: l/100 miles

Car weight: 1700

Trunk capacity: min 350 l3 and max 350 l3

CO₂ efficiency

Compared to the of vehicles similar class



Range full battery

miles **124**

Miles with fully charged battery

Running Costs

£ GBP / mile **£0.03**

Running costs in pounds per mile

Tailpipe emissions

g/miles **0**

Tailpipe emissions in g/miles

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Please answer these questions as accurately as possible

	Much worst													Much better
How do you think is the car you selected scores in terms of electricity consumption compared to the other options available?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	
	1	2	3	4	5	6	7	8	9	10				
How do you think is the car you selected scores in terms of emissions compared to a car of the same class with diesel or gasoline engine?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	
	1	2	3	4	5	6	7	8	9	10				
How do you think is the car you selected scores in terms of running costs compared to the other options available?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	
	1	2	3	4	5	6	7	8	9	10				
How environmentally friendly do you think is the car you selected?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	
	1	2	3	4	5	6	7	8	9	10				
How fuel efficient do you think is this car?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	
	1	2	3	4	5	6	7	8	9	10				
How environmentally friendly do you think is the car you selected compared to other options available?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	
	1	2	3	4	5	6	7	8	9	10				
How fuel efficient do you think is the car you selected compared to other options available?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	
	1	2	3	4	5	6	7	8	9	10				

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Please answer these questions as accurately as possible

Please think about the eco-label that you have just seen. How much do you agree with each of the following statements regarding that eco-label?
Please use a scale from 1 to 5 in which 1 means you completely disagree and 5 you completely agree with that statement.

	Completely Disagree				Completely Agree
1. I barely remember the information contained on the eco-label .	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
2. The information contained on the eco-label was easy to understand	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
3. The information contained on the eco-label was clear	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
4. The eco-label made me aware that the car I drive is not the most environmentally-friendly	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
5. I was already aware of this kind of information and it is unlikely that it will affect my car purchase decisions	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
6. It is possible that the information on the eco-label will convince me in the future to switch from one car class to another	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
7. The eco-label contained information that is very important and relevant for me	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
8. I think it is more important to exhibit a behavior which has important distant consequences than exhibit a behavior that has less-important immediate consequences.	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
9. I generally ignore warnings about possible future problems because I think the problems will be resolved before they reach crisis level.	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
10. I think that sacrificing now is usually unnecessary since future outcomes can be dealt with at a later time.	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
11. I only act to satisfy immediate concerns, figuring that I will take care of future problems that may occur at a later date.	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
12. Since my day to day work has specific outcomes, it is more important to me than behavior that has distant outcomes.	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5

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Experimental Task

We will now show you images of a number of cars with the corresponding information and ask you a set of questions.

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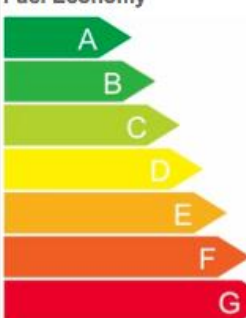
Which Car You Would Buy?

Please tell us which of the below illustrated cars you would buy. Your planned budget was £51300 Please, select



Jaguar XF
Price £29995
 Fuel: Diesel
 NCAP: ****
 Engine Cubic Capacity: 2200 cc
 Acceleration: 5.3 0-100 miles/s
 Maximum speed: 150 miles/h
 Seats: seats
 Range: 805 km
 Fuel economy: 8.7 l/100 miles
 Car weight: 1891
 Trunk capacity: min 500 l³ and max 540 l³

Fuel Economy



Best in Class


F 239 g/miles

Worst in Class

Running Costs

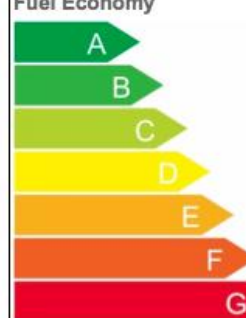
£ GBP / month **£102.00**

Running costs in pounds over one month period



Lexus IS
Price £34408
 Fuel: Diesel
 NCAP: *****
 Engine Cubic Capacity: 2200 cc
 Acceleration: 5.5 0-100 miles/s
 Maximum speed: 147 miles/h
 Seats: seats
 Range: 733 km
 Fuel economy: 8.9 l/100 miles
 Car weight: 1715
 Trunk capacity: min 378 l³ and max 388 l³

Fuel Economy



Best in Class

F 231 g/miles

Worst in Class

Running Costs

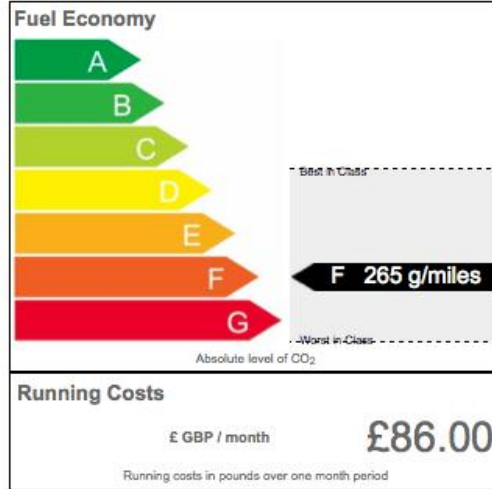
£ GBP / month **£104.00**

Running costs in pounds over one month period



Mercedes-Benz E Class
Price £29590

Fuel: Petrol
NCAP: *****
Engine Cubic Capacity: 1800 cc
Acceleration: 5.3 0-100 miles/s
Maximum speed: 155 miles/h
Seats: seats
Range: 694 km
Fuel economy: 8.5 l/100 miles
Car weight: 1825
Trunk capacity: min 400 l³ and max 450 l³



NEXT

Please, answer all following questions

Think about how much CO2 car tax you will pay for the selected car compare with others. These taxes will be...?

Much lower Much higher

1 2 3 4 5 6 7 8 9 10

How do you think is the car you selected scores in terms of running costs compared to the other options available?

Much worst Much better

1 2 3 4 5 6 7 8 9 10

How environmentally friendly do you think is the car you selected?

Not at all Very much

1 2 3 4 5 6 7 8 9 10

How fuel efficient do you think is this car?

1 2 3 4 5 6 7 8 9 10

How environmentally friendly do you think is the car you selected compared to other options available?


1 2 3 4 5 6 7 8 9 10

How fuel efficient do you think is the car you selected compared to other options available?

1 2 3 4 5 6 7 8 9 10

The average life of a car in the UK is longer than five years. Assume that the only expenditure for the three cars below is made up of running costs and price: among those shown below, which car do you think is cheaper if you consider a time span of five years?

Please, select



VW Golf

CO₂ Emissions: Road tax band

F 144 CO₂ g/km

Level of CO₂ taxation, with respect to vehicles of the same class

Running Costs

£ GBP / 5 years **£6413.04**

Running costs in pounds over five years period

Fuel Economy

A B C D E F G

Best in Class

C 144 g/m

Worst in Class

Absolute level of CO₂

Fuel costs compared to the most efficient:

£ GBP **+ £7.53**

Lost saving in fuel spending in pounds per 100 miles, with respect to the best vehicle in class



Lancia/Chrisler Delta

CO₂ Emissions: Road tax band

F 146 CO₂ g/km

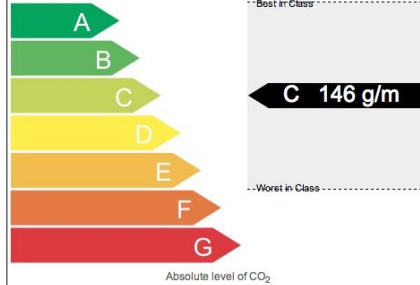
Level of CO₂ taxation, with respect to vehicles of the same class

Running Costs

£ GBP / 5 years **£8080.43**

Running costs in pounds over five years period

Fuel Economy



Fuel costs compared to the most efficient:

£ GBP **+ £11.24**

Lost saving in fuel spending in pounds per 100 miles, with respect to the best vehicle in class



Mitubishi ASX

CO₂ Emissions: Road tax band

E

136 CO₂ g/km

Level of CO₂ taxation, with respect to vehicles of the same class

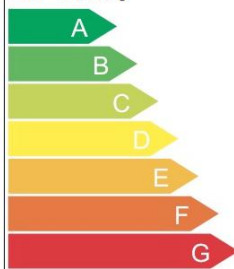
Running Costs

£ GBP / 5 years

£6677.94

Running costs in pounds over five years period

Fuel Economy



Best in Class

C 136 g/m

Worst in Class

Absolute level of CO₂

Fuel costs compared to the most efficient:

£ GBP **+ £6.63**

Lost saving in fuel spending in pounds per 100 miles, with respect to the best vehicle in class

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Please think about the eco-label that you have just seen. How much do you agree with each of the following statements regarding that eco-label?
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	Completely Disagree				Completely Agree
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3. The information contained on the eco-label was clear	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
4. The eco-label made me aware that the car I drive is not the most environmentally-friendly	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
5. I was already aware of this kind of information and it is unlikely that it will affect my car purchase decisions	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
6. It is possible that the information on the eco-label will convince me in the future to switch from one car class to another	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
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9. I generally ignore warnings about possible future problems because I think the problems will be resolved before they reach crisis level.	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
10. I think that sacrificing now is usually unnecessary since future outcomes can be dealt with at a later time.	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
11. I only act to satisfy immediate concerns, figuring that I will take care of future problems that may occur at a later date.	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
12. Since my day to day work has specific outcomes, it is more important to me than behavior that has distant outcomes.	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5

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Please answer these questions as accurately as possible

People may have different reasons to look at environmental label when they buy a car. Please state how much you agree with each of the statements presented below regarding why **other people** look at **environmental variables** using a scale 1 to 7

	Completely Agree						Completely Disagree
1. To check if what said in advertisement is actually true	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	1	2	3	4	5	6	7
2. To check the features of a brand	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	1	2	3	4	5	6	7
3. To compare different classes of vehicles	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	1	2	3	4	5	6	7
4. To get a general idea of the product	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	1	2	3	4	5	6	7
5. To have an idea about consumption	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	1	2	3	4	5	6	7
6. To see if I can get a tax exemption or tax credit	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	1	2	3	4	5	6	7

People may have different reasons to look at environmental label when they buy a car. Please state how much you agree with each of the statements presented below regarding why **other people** look at **environmental variables** using a scale 1 to 7

	Completely Agree						Completely Disagree
1. Because all cars pollute more and less the same	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	1	2	3	4	5	6	7
2. Because they are not clear	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	1	2	3	4	5	6	7
3. Because it is hard to understand what they mean in terms of environmental impact and savings on gas consumption	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	1	2	3	4	5	6	7
4. Because they only care about the price of the car	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	1	2	3	4	5	6	7
5. Because they choose according to other parameters	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	1	2	3	4	5	6	7
6. Because, once they have selected a class of car, then buying one model or another does not make a difference	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	1	2	3	4	5	6	7

Please think about when you use the information on an environmental label. Please state how much you agree with each of the statements presented below using a scale 1 to 7

	Completely Agree						Completely Disagree
1. I check if what said in advertisement is actually true	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5	<input type="radio"/> 6	<input type="radio"/> 7
2. I select a brand	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5	<input type="radio"/> 6	<input type="radio"/> 7
3. I compare different classes of vehicles	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5	<input type="radio"/> 6	<input type="radio"/> 7
4. I get a general idea of the product	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5	<input type="radio"/> 6	<input type="radio"/> 7
5. I get an idea about consumption	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5	<input type="radio"/> 6	<input type="radio"/> 7
6. I get info on whether I can get a tax exemption or tax credit	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5	<input type="radio"/> 6	<input type="radio"/> 7

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Thanks!

Thank you for participating in this study! Please report to the experimenter.